NOVEMBER 10, 1951

# IFATHER and SHOFS

The International Shoe and Leather Weekly

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For complete details call the nearest United Branch Office.

How it works. An audible but muted buzzing signal sounds UNITED SHOE MACHINERY CORPORATION BOSTON, MASSACHUSETTS



This column invites the opinions of all L&S readers.

**Bad Steer** 

Sirs:

We noticed the item "Argentina May Devaluate" published in the Sept. 29 issue of LEATHER AND SHOES and would like to call your attention to the last sentence which states "Last big report sale was IAPI's sale several weeks ago of 500,000 frigorifico hides via Sweden to Iron Curtain countries."

There were a dozen wild rumors about this transaction which our affiliates did. These rumors ranged anywhere from the statement that the transaction was completely cancelled to the information that all the hides went to Iron Curtain countries.

Please let me state that the information that these hides went to Iron Curtain countries is false. As a matter of fact, quite a few of these hides came ultimately to this country. Others went to various Western European countries.

MARTIN BLUMENTHAL Herman Hollander, Inc. New York, N. Y.

L&S is happy to hear that these hides did not reach the Commies. Probably a lot of hide men in the U. S. and Argentina will also be happy. The rumors came directly from the "trade" in Argentina, were passed along to us by our correspondent there who admitted the sale was only "reported" but generated many rumors and much discussion.

EDITO



# LEATHER and SHOES

ESTABLISHED 1890

Vol. 122

November 10, 1951

No. 19

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# THE NEWS

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HIDE PERMITS AGAIN AT 100% FOR NOVEMBER
FLORSHEIM WORKERS OUT ON STRIKE
NEW YORK SHOEMEN IN DEADLOCK WITH UNION
HIDE AND SKIN IMPORTS OFF IN AUGUST

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THE RUMPF PUBLISHING CO.
00 W. ADAMS ST., CHICAGO 6, ILL.
PHONE—CENTRAL 8-9353

EDITORIAL OFFICE
10 HIGH ST., BOSTON 10, MASS.
PHONE—LIBERTY 2-4652

OFFICERS

President: Elmer J. Rumpf; Vice
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The hydraulic system keeps most moving parts bathed in oil. This and all mechanical features are designed to provide maximum production with minimum maintenance expense.

For complete details call the nearest United branch office.

# UNITED SHOE MACHINERY CORPORATION

BOSTON, MASSACHUSETTS

# GET UP OFF YOUR ASSETS

# Assets are liabilities until they are converted into sales and profit

WE are now viewing one of the most astonishing situations in modern industrial America—the apathy and bewilderment of the leather industry as it faces the most critical challenge in its 5000-year-old history. Confused and shocked by the unexpectedly sudden encroachment of competitive materials into its remaining stronghold—the shoe upper field—it wavers between panic and complacency, between recklessness and lethargic caution. It is not certain what it wants to do, what it should do, or how it shall be done.

At a time when its action should be swift, precise and decisive, it sits in "conference." Well, a conference is often a group of people who individually can do nothing, but who meet collectively and agree that nothing can be done. Or, as Hendrich van Loon once said, "Nothing is ever accomplished by a committee unless it consists of three members, one of whom happens to be sick and

another absent."

In short, the leather industry is placing its bets on committees and conferences instead of seeking the individual leadership that has the imagination, guts, know-how and generalship to devise the strategy and inspire the industry to rise up and give a forceful, effective account of itself.

In this crisis—and sheer crisis it truly is—no forceful leadership has come forth. In this crisis the leather industry has spawned no Churchill, no Joan D'Arc; no one to lift sagging morale by marshalling all the rich, inherent strength of the industry and directing it so that its power can be felt and respected. We see only an industry with good intentions—but an industry that must realize that good intentions, like good eggs, soon spoil if not hatched. We see an industry full of willing people; some willing to work and the rest willing to let them.

Within a period of five short years the leather industry has unresistingly taken pratfalls as the rug has been pulled out from its feet time and again. It has seen one after another of its "traditional" markets won by Land S Editorial

Reprints available at nominal costs: Up to 100, 10c each; 200-500, 5c each; 1000-3000, 2½c each; 5000 or over, 1½c each.

the aggressiveness and imagination of its competitors. Only a few years back the leather industry haughtily turned its back on the "lowly substitutes," believing that by ignoring them they would destroy them. But the competitive products, by sheer persistence, have solidly crashed the hallowed halls that once belonged to leather. Luggage, handbags, industrial belting, shoe soles, welting, insoles, upholstery, sporting goods and numerous other fields — practically all are largely dominated by non-leather materials.

## Reward Is There

And deservedly so—for were it not deservedly there could not have been the mass acceptance there is today. And deservedly, also, because a reward always awaits the aggressor, the ingenious, the persistent, those believing in themselves. And especially those never allowing themselves to take their product, their customers or themselves for granted. This, incidentally, still remains one of the basic facts of life which must be appreciated and absorbed by the leather industry.

When it comes to risk, the leather industry is a strange incongruity. While it is ever willing to risk its shirt on the fluctuations of the "raw markets," it shies from risking anything at the opposite pole-with the end product and the consumer. And, above all, it has made its gravest error in taking the shoe manufacturer, the primary key to yes or no for leather, for granted. As George Bernard Shaw once said, "Man's greatest sin is man's indifference to man." Transposed, it applies potently to the leather industry: its indifference toward its users.

All progress involves risk. You can't steal second base and keep

your foot on first. All progress also involves forceful and imaginative leadership — for progress is never born of itself. And where are the forceful, inspirational spokesmen for the leather industry at this time of crisis? Where are the personalities, the words, the ideas, the plans and strategies, the concrete actions?

Instead, we have only committees and conferences—and a proposed fund which is expected to do the bulk of the job. But still the industry by-passes its most powerful weapon: imaginative ideas and mass personalized selling which money cannot buy. As Confucius say, "Salesman who cover chair instead of territory find himself on bottom most of time."

While the industry wallows in fluctuations of raw materials markets, competitors concentrate on selling their own products. While the leather industry concentrates on manufacturing, the competitors concentrate on selling. Well, no matter how much of a product you can make, or how well you can make it—it's nothing more than worthless inventory until it's sold.

It is truly amazing to hear and see the attitude of much of the industry in the face of the competitors' challenge. There appears to be a gross failure to recognize the reality of a new age, a genuine evolution and perhaps a revolution that involves the industry. Here we can only say, learn from the mistakes of others—you don't live long enough to make them all yourself.

Leather, needless to say, is traditionally rich in assets which have mass appeal. Unfortunately, the industry continues to take these assets for granted, lacking the psychological sales sense to convert these assets into cash via strong demand. So long as this sales sense lies dormant, the movement of leather will become increasingly dormant. An asset is always a liability until converted into profit.

To the leather industry we suggest—get up off your assets.

# Stylescope-

Americans, junior-grade, are getting style hep. Children's shoe industry coming to realization that kids, having more to say about what they will wear, are mimicking grownups in getting style conscious. Reports are that children's shoes today are being bought like women's shoes, due to fact that more style is in them and they are being made for different occasions.

Children more conscious of proper shoe to fit the occasion. In fact, they demand the styles which dealers are forced to buy in many cases. Outstanding factor in juvenile field, with specific reference to little girls' shoes is intense interest and desire on part of retailer to find something that is new and attractive, yet practical. Some of main factors in promotion this Spring will be a shoe for every occasion or stressing need for a wardrobe of shoes. Along with this will be stressed style, fit and wear. These will be presented to public through medium of television, radio, magazines, newspapers, direct mail and dealer helps.

However, style leaders stress importance of not attempting to take women's styles and reducing them to children's sizes. Rather, same thought and effort is put into designing shoes for children as would be used in a comparable women's line. Terrific reception of such style shoes, by both retailer and consumer, has proven that idea is sound. Styling juvenile shoes is no longer a question of adding a stitch or perforation to the vamp. It calls for close attention to outline and detail.

Leading children's houses now using style as principal selling point, which has been weakest spot in children's picture. As to comfort and serviceability in children's shoes, goes without saying that child's shoe must fit and be comfortable and must be serviceable to a degree. However, present trend is toward dress shoes that combine these factors with the plus factor, style. In other words, manufacturers have discovered that child's shoe can fit, wear well and still be beautiful. Definitely more importance being attached to style as a factor each season.

Little girls will be "strap-happy" with new Spring and Summer shoes. Preponderance of strap types in both welt and cement construction overwhelming. Dress and party-wear lines showing straps of all types—off-centers, multi, twisted and cross straps—in both open and closed effects. One of newest ideas is adaptation of teen-age shell silhouette to smaller size runs with strap treatments which, in effect, provide same fitting qualities as higher throat line, making them extremely suitable for growing feet. Where manufacturers have found possible to merge good fitting

and smart appearance, they have reaped benefit of sound planning. These strep types have fostered use of combination tanned aniline finished smooth leathers.

Throat effects for little girls' shoes varied. Round, V, and square throats, some with medium vamps and others with medium to very low shell effects. For school and play, saddle oxfords and multi-strap effects predicted to outsell conventional moccasins and plain oxfords for Spring season.

Most important silhouette for boys for Spring is oxford with military strap or without strap. Trend in little boys' shoes following closely styling for college boys and big boys, as well as military influence so prominent at this time. For dress, nylon mesh underlays in vamp and quarter, military one-strap oxfords, also U-type oxfords and wing tips. For heavy type school and play oxfords, heavy moccasin corded vamps, scuff proof tips, as well as appliqued vamp types, being shown, all detailed with heavy welting, either lug or cushion crepe soles and heavy rubber type soles. Most sticking to staple leather types in browns believing dealer will attach more importance to an intelligently run stock program which will give him rapid fill-in rather than to novel pattern or to color in this field.

Concerning materials used in children's shoes, kip is first in different qualities for different grades of shoes. Next is the popular combination suede and kip sold by better welt manufacturers as well as less expensive lines. Most of the very cheap shoes, died out of one piece of leather in the stitchdowns, cannot feature this combination. Elk is being used with lizard in combination shoes. Kidskin, in pastels, being used to trim mesh shoes. Often mesh is combined with elk to give more service. Important for dress wear is the patent shoe and pastel kid shoe, followed by sueded leathers and then other smooth leathers.

For girls, first color is black, second blue, third red and fourth white. For early selling, however, white will be in number one or two place for Summer wear. Many pastel shades being shown for this season, but for after Christmas buying. Predicted that there will be a good acceptance of nylon mesh in the little patent leather and black dress shoes. For school and play, brown and brown tones will dominate. A good many nylon mesh patterns being shown in saddle oxford types. Boys' colors following men's lines using all shades of brown and tan with trims of bright shoe laces, such as yellow, or extra thick soles to distinguish themselves.

Rosalie Manybanian

# Foot Ills Caused By FAULTY SHOES AND MATERIALS

# These medical findings challenge the shoe industry

By L. Edward Gaul, M.D. and G. B. Underwood, M.D.

MODAY, modern footwear allows us to tread softly; but instead of the wearer being up to mischief, his shoes are.

Shoes were made soft-treading by radical changes in their construction. Materials were used which theretofore had never touched the human foot. At the turn of the century waterproof tennis shoes were in vogue. The financial setbacks of the shoe industry in 1919 sent fabricators scurrying for cheaper materials. Time-proved leather was replaced by natural and synthetic rubber and adhesives, by bonded, laminated, coated and impregnated fabrics and papers. Various plastics are now replacing these. The result is that we have steadily exposed our feet to a wide variety of chemicals, something our grandparents never did. Apparently they had little foot trouble, because a leading dermatologist of their time commented that fungus infections of the feet were rare. People making modern shoes are prone to eczema on their hands, and people wearing them get the same thing on their feet. Shortly after the first use of waterproof materials in athletes' gear, there was a great increase in foot eruptions.

Foot eruptions are so prevalent that people speak of having "just a touch" of them. They are the third commonest skin disease. Fifty to 90 percent of the population of the United States are said to be affected at some time during their lives. World War II saw foot eruptions become the second commonest skin disease requiring hospitalization One survey indicated that three out of four people have them. Careful studies by dermatologists have shown fungus to be the cause in approximately 50 percent of cases; in most

and S -

In the September 22, 1951, issue of Leather And Shoes was published a news item headed, "Blame Shoe Materials For Foot Ills." It gave a very brief account of an article published in the July, 1950, issue of Today's Health (formerly Hygeia), which is sponsored by the American Medical Association. This magazine, issued to the public, has a far greater influence than its circulation of 250,000 would imply. The article was written by Drs. Gaul and Underwood, who have spent several years of research on the subject of shoes in relation to dermatological foot ills, have written similar articles for a variety of medical and general consumer publications, all of which have aroused considerable comment.

The news item which appeared in L&S, as evidenced by the many inquiries received, has created so much interest that the editors have decided to publish the Today's Health article in full here.

The claims made by the article are in no way supported by the editors of Leather And Shoes. We present this article solely to show the type of publicity that is reaching the public—a fact that must be faced realistically by every member of the shoe industry.

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of the others, no likely cause is found. A quarter-century of research has accomplished little in the prevention and cure of foot eruptions. Thousands of new cases appear yearly. The people afflicted suffer repeated recurrences. Perhaps our approach has been wrong. Certainly the rapid increase in foot eruptions paralleled the use of cheaper materials in the manufacturing of footgear, and particularly waterproof materials.

Hundreds of shoes have been cut up for inspection of the materials in them. Manufacturers tried hard to furnish shoes that would keep feet dry in wet weather, and sure enough, shoes worn by infants, children and adults were found to be moisture repellent. Leather is waterproofed by various methods. One of the commonest is to coat it, as in applying paint to wood. Tanners and processors have succeeded in destroying the natural porosity and absorbent properties of leather. Various chemicals highly irritating to the skin are added.

When people complain about their shoes rotting on the inside, shoe salesmen say that sweat is the cause. Actually, the cause is the carbonizing chemicals used on leather and in making shoes. All the sweat does is dissolve the chemicals. As they burn the leather, they also burn the feet. Sweat is an excellent preservative for leather; ask any librarian, harness or saddlemaker.

The expression, "My feet are burning up," should be "My shoes are burning my feet." Here's a typical case. In one pair of shoes the entire inner lining and two-thirds of the insole are painted leather. The wearer had moist or wet feet all day long; his feet burned during the day and itched like fury at night. The paint prevented the evaporation of sweat from his feet, and the sweat in

(Continued on Page 31)

They're all Allergie ...to Vapor

They just can't take it!

Genuine reptiles are usually barketoned and are quickly and permanently discolared by steam.

Do not attempt to atcam-soften thermoplastic box toes in reptile uppers. Get your Beckwith agent's recommendation in advance of cutting uppers. Bepending upon which practice your conditions best favor, he can either supply you with dry heaters or arrange for your temporary use of canned p pared solvent box toes

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# DIHYDROXY DIPHENYL SULFONE IN TANNING

By D. M. Black

Monsanto Chemical Co.

THE use of phenol as a base in the preparation of synthetic tanning agents has been practised for some time. Indeed, several such synthetic tanning agents are competing suc-cessfully today with established natural products - at least for specialized uses. The great disadvantage performance-wise to these tanning agents is their susceptibility to oxidation by light and air, either before or after they are applied to the pelt.

The most effective means of stabilizing a phenolic compound toward the action of light and air is through the introduction of a stabilizing group into the molecule. The sulfone bridge is, in turn, the most effective of the various groups that have been studied.

#### Three Groups

Thus, dihydroxy diphenyl sulfone possess three functional groups that eventually contribute to the effectiveness of the molecule as a unit of a tanning subsequently formed from it by polymerization. These three are the hydroxyl groups—generally con-sidered as necesary for tanning action, a stabilization group to prevent air and light oxidation, and a reactive center through which the molecule can be built up into polymers large enough to effect tannage.

Several synthetic routes can be followed in the synthesis of a tanning agent from dihydroxy diphenyl sulfone. The greatest problem to be overcome is the difficulty of solubilizing either the sulfont itself or a polymer prepared from it. A dihydroxy diphenyl sulfone - formaldehyde polymer is diffcult to solubilize by the techniques applicable to the solu-bilization of phenol-formaldehyde resins because of its higher melting point and because conditions under which direct sulfonation by sulfuric acid could be effective disrupt the molecule into the component phenolic

materials that are air- and lightsensitive.

Consequently, several mild techniques have been developed for the solubilization of dihydroxy diphenyl sulfone polymers. One of the simblest of these involves the formation of a resin from a soluble algaline salt of dihydroxy diphenyl sulfone and formaldehyde. The product, after precipitation with acid and isolation, can be dispersed to a soluble condition in waste pulp liquor. A synthetic tanning agent based upon this procedure was in use during the last world war.

The so-called German Tanigan DLN consisted of a crude dihydroxy diphenyl sulfone condensed with formaldehyde and sodium sulfite under pressure. The chemical reaction involved is one of simultaneous polymerization and "omega sulfonation"; this latter term denotes the formation of a methylene sulfonic acid salt (-CH2SO3Na) of the polymer by the elimination of the elements of sodium hydroxide from the polymer, the formaldehyde, and the sodium sulfite.

#### **Not Totally Soluble**

The product obtained is not completely soluble at the low pH required for tanning, and is consequently solubilized, again by a powerful dispersing agent. The dispersant, a synthetic material in this instance, is the resin obtained by the simultaneous polymerization and omega sulfonation of so-called diphenylol propane (the condensa-tion product of phenol and acetone).

Although not perfectly light fast— the unreacted phenolic in the origi-nal sulfone and the diphenylol resin -pelt tanned with this material yields a leather that is perfectly white with a high degree of resistance to changes by the action of light or air.

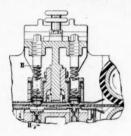
# **NEW DEVELOPMENTS**

# What industrial science is doing to improve the job

### LEATHER COMPACTING MACHINE

This machine is for compressing and setting heavy leather, and contains an improved anvil structure.

The heavy leather, with grain side down, is fed or guided through the machine by means or an infeed and discharge rollers. Two spaced rows of reciprocating members are located beneath the path of the work. Each row is joined by a horizontal flat bar that acts on the grain side of the insole by further locking the canvas



to the insole.

Anvils are placed in cooperative positions to back up the flesh sides. It has been found that with some hides the action of ordinary machines on the leather does not produce desirable results. Some hides are more irregular than others in thickness or density, and definite marks or effects are often found in the work by the machine, clearly apparent on both sides of the leather.

This new machine is designed to avoid the above-referred difficulties and is capable of improving the quality of work performed.

The drawing shows the anvil structure and its working parts which squeeze both sides of the leather and produce the necessary uniform and smooth results.

Source: United Shoe Machinery Corporation, Boston; Patent No. 2.538.159.

#### BEACH SHOE

This beach shoe is made of rubber or plastic. The sole is of firmer composition, but soft and flexible enough to be rolled into a ball shape for storing into a pocket or pocketbook. The enveloping tightness of the rubber strap across the toes keeps the front of the shoe in position.

The odd-looking structure of the heel and quarter is the key to the invention. A kind of anklet is suspended on four standards of slightly firmer but still flexible material. It is possible that this back part does not have to stand alone when off the foot. However, the lower part of the assembly allows for the lower part of the heel of the foot. The top is



narrow enough to encircle the ankle tightly but not enough to constrict and stop circulation. In removing or attaching this shoe from the foot, the top back part may be distended to roll up or down into position.

The top assembly is either rubber-

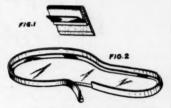
welded to the sole or cast in an entire assembly.

Source: J. D. Guglielmo, Philadelphia, Pa.; Pat. No. 2,530,004.

# PLATFORM TYPE SOLE

This is a very practical and novel method of obtaining a brevit or mudguard constructed shoe which has the appearance of a California type shoe.

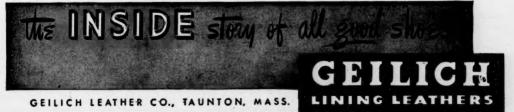
The conventional platform is replaced with an additional innersole which forms a platform or shell and is bound with an ingenious binding strip. This binding strip is composed of stiff but flexible material such as fiber board, layers of strong paper,



etc. Preference is given to ½" in depth, and 1/16" in thickness and constructed to fit the edge of the innersole shell. The strip is then enclosed by cementing a suitable wrapper material to which a strip of textile tape has been zig-zag stitched. This textile tape is an ideal bonding material between the shoe and shell and also reinforces the edge of this unit.

This binding strip is supplied to the shoe manufacturer in coils and constructed as shown in Fig. 1. Fig. 2 shows the binding strip attached to a sole blank to form the shell.

Source: Arthur E. Kleven, Augusta, Maine; Pat. No. 2,557,546.





# THAT WILL IMPROVE SPEED OF TANNING—GRAIN TEXTURE—STRENGTH—COLOR PLUMPNESS YIELD?

If so, use the knowledge of an expert in the application of Calgon\* to give these improvements in the process of manufacturing and in the quality of your vegetable tanned leathers.

\*T.M. Reg. U. S. Pat. Off.





Shoe manufacturers' pricing order—CPR 41—will probably remain on optional basis until replaced by "tailor-made" orders. This is latest word from inside OPS sources. Shoemen will retain choice of pricing under CPR 41, the newest order, or under GCPR until after first of year.

New tailored order already under consideration in OPS. Probability is that agency will not complete or issue such an order until Congress reconvenes in Jan., works out further details of price controls. However, if OPS waits that long before acting, it may never get around to tailored order pegging prices for various shoe lines at dollars and cents ceilings.

Pressure growing over country to discard all types of price controls. Though unlikely for some time, fact is lagging sales and falling prices make controls seem superfluous. Public still wary about inflation, however, feeling bite of increased taxes, will probably demand continuation of controls even over soft period. This may be all leeway Administration needs since increasing demands of defense production will tighten supply of many consumer goods by mid- or late-1952.

Long range forecast, based on these trends, is that shoe industry will have tailored pricing order sometime in first six months of next year. If shoe sales do not show appreciable pickup by then, thereby stabilizing shoe prices, many manufacturers may find their prices at uncomfortably low ceilings. Then comes interminable round of applications for relief, red tape, confusion. Yer Administration will probably persist in setting "theoretical" price ceilings for most commodities during election year lest voters blame it for any possible rise in prices.

Hide prices haven't fallen so low since mid-July, 1950. This statement found in latest weekly report by Bureau of Labor Statistics on wholesale price trends. Says the report for week ending Oct. 30, "leather markets continued quiet as tanners watched a sharp slump in prices of hides. Light native cowhides were down 2½c in a week and 6½c under the recent highs." BLS's daily index pointed out that hides dropped a total of 15.8% in two-week period. Decline of sales during that week represented drop of 35.2% from high of 43.5c per pound reached on Jan. 17, 1951.

Glove industry concerned over continuing sales slump. Top industry executives have banded together to seek our reasons behind troubles, work out some "shot in the arm" for business. Result is American Leather Glove Institute, headquarters in Gloversville, which has invited all Fulton County glove manufacturers, tanners, dealers and hide and skin men to join. First meeting of strictly promotional group held this past week, headlined discussion on "What Is Going to Happen to American Leather Gloves."

Present plans call for establishment of national cleaning services for ladies' leather gloves. Many glove men feel drop in sales due to trouble in washing leather gloves plus lack of dry cleaners who give good, fast job of glove cleaning. Before working our merchandising plans, Institute will conduct national survey among glove buyers and sellers, study consumer buying habits, set up glove buyers' clinic, fashion clinics, glove weeks and other programs.

Less than 1% of members of CIO shoe unions over nation now receive under 75c minimum hourly wage. This was reported at opening of National CIO convention in New York last week. Another interesting fact is that fully 90% of all United Shoe Workers of America member-workers received wage increases last year.

Women employed in making leather shoes now total 129,900 or fully 53% of all shoe workers, according to latest data from Labor Department. Actually, these figures were for June 1951 when total of women shoe workers fell from high of 137,600 in March. Decline, however, was proportionate among both male and female workers since latter comprised 53% of shoe workers in March. In rubber footwear industry, there are 15,800 women at work or 51% of total. This is gain of 1% over the 15,400 or 50% employed in March 1951.

# TRADE SEEKS RETURN TO NORMALCY

# CONSUMER DEMAND HELD KEY TO PROBLEM

# Low Retailer Buying Cited For Slump

Curtailed shoe production in recent months is largely the result of reduced demand by shoe retailers which stems only partly from lack of consumer demand, according to a quarterly survey of the industry prepared recently by the National Shoe Manufacturers Association.

The survey stated that lack of retailer demand has served to reduce shoe inventories at both the retailer and manufacturing levels. Based on this situation, continuation of consumer shoe demand, even at current levels, should require an "approximately equal volume" of shoe production and a return to a more normal rate of shoe manufacturing activity.

The Association survey stressed the point that while consumer dermand for shoes to date this year, while less than in 1950, "does not seem to have been sufficiently poor to warrant under pessimism."

to warrant undue pessimism."

"It still looks," the survey said,
"as though pairage at retail this year
will be within five percent of the
1950 volume—and 1950 was not a
bad year."

Latest sales figures through Sept. point to a pairage volume less than in the comparable period a year ago but "not enough less" to seriously threaten the shoe industry. In addition, Sept. chain store dollar sales were four and one-half percent greater than a year ago, indicating almost equal pairage volume.

Total shoe production for the first eight months 1951 fell 2.7 percent below the same period in 1950 but civilian shoe output alone is estimated at seven percent down. This spread between production and retail sales figures indicates a shortened inventory position "either at retail or at the manufacturing level."

The fact that production has not run ahead of sales is extremely important since it means that on an over-all basis there are no accumulated inventories to be liquidated. Tanners' Council estimates of sharp production drops in Sept. and Oct. support this contention.

Except for side leathers, production of shoe leather through the first eight months has fallen well below 1950. Sole leather output in this period has dropped 6.7 percent, calf leather is off 17.4 percent and kid leather down six percent. Only cattle upper leather output, bolstered by military demand, shows a gain of four percent for the period. Following are comparative figures for the eight months:

	1951	1950	% Change
Sole Leather	3,825	4,099	- 6.7
Cattle Upper	9,714	9,330	+ 4.1
Calf & Kip	5,711	6,914	-17.4
Goat & Kid	23,294	24,791	- 6.0

Federal inspected slaughter continues to compare badly against 1950 with cattle, calf and sheep kill in Sept. off 20 percent from last year. For the first nine months, inspected slaughter was down 10.9 percent for cattle, 16 percent for calf and 17½ percent for sheep.

Reduction in inspected slaughter does not truly measure that in new domestic hides supplies, the survey points out. The nature of existing livestock controls favors a shift away from large to small slaughterers. This does not apply to calf or sheep slaughter. Declines in domestic hide and skin supplies, however, have been largely offset by a heavy flow of imports.

# RETAIL SHOE SALES SOAR IN SEPTEMBER

One of the first official reports of the Sept. sales boom experienced by many shoe stores over the nation was released this week by the Census Bureau of the Department of Commerce. Although the national average of all large retail stores rose only one percent for Sept. over Aug., sales of retail shoe stores soared fully 27 percent during the period.

Data was based only upon reports received from "large stores of retail organizations which operate one to 10 stores."

The encouraging picture for Sept. retail shoe sales, although dimmed somewhat in comparison with last year's figures (down five percent from Sept. 1950), gives credence to recent reports that retail shoe inventories are again approaching normal levels. At two recent trade show—the Advance Boston Showing in mid-Oct. and the National Shoe Fair in late Oct.—buyers concurred in reporting the need for early replacement of stocks.

# HIDE PERMITS AGAIN 100% FOR NOVEMBER

# NPA Says Ample Supplies Available

The National Production Authority announced this week that tanners and contractors will be authorized to buy as many domestic cattlehides, calf and kip skins during Nov. as they did during the base period (an average month in 1950).

As expected, NPA again extended the purchase period to cover all of November. Allocations are issued to insure "equitable distribution of the available domestic supply of hides and skins" and authorized tanners and contractors receive allocations each month in proportion to the total number which they processed during 1950,

Significantly, despite sharply curtailed slaughter in the last few months, NPA officials stated that "ample supplies" made it possible to allocate domestic rawstock at 100 percent of base period. Similar allocations were made in Sept. and Oct.

Nov allocations are as follows: 1,972,000 cattlehides or 100 percent of base period. In Oct., 1,817,100 cattlehides were allocated. Also, 813,800 calfskins or 100 percent compared with 789,300° in Oct. Finally, 269,700 kipskins or 100 percent compared with 357,400 in Oct.

# Record Registration Seen For Popular Show

Largest advance exhibit room registration in its history to date has been received for the forthcoming Popular Price Shoe Show of America, according to Maxwell Field and Edward Atkins, co-managers. The show, sponsored jointly by the National Association of Shoe Chain Stores and the New England Shoe and Leather Association, will be held Nov. 26-29 at the Hotels New Yorker and McAlpin, New York City.

More than 95 percent of the 900 display rooms available have already been assigned for display of Spring Field and Atkins. Attendance of apand Summer footwear, according to proximately 6,000 buyers and retailers, a new high, is anticipated.

# HIDE AND SKIN IMPORTS SHOW DECLINE IN AUGUST

Imports of hides and skins during Aug., although substantial, showed a decline for the first time this year when compared to the like 1950 period, the Tanners' Council reports.

Cattlehide arrivals during the month totaled 408,000 pieces or 123 hides less than the 531,000 received here in Aug. 1950. This brought total receipts for the first eight months 1951 to 2,562,000 hides as against 2,019,000 in the like 1950 period. Exports for the eight months amounted to 322,000 hides against 299,000 last year.

Of the 408,000 hides arriving in

Of the 408,000 hides arriving in the U.S. in Aug., 132,000 were from Argentina, 123,000 from Brazil, and

53,000 from Canada.

Imports of calf and kip skins during Aug. dropped sharply to 135,000 pieces of which 96,000 were calfskins. Last year, 347,000 pieces reached here in Aug. However, totals for the first eight months of this year show 2,117,000 pieces against 1,913,000 last year. Exports amounted to

194,000 skins against 247,000 through Aug. 1950.

Calfskin arrivals were 26,000 from France, 17,000 from Canada, and 10,000 from Poland.

Pickled sheepskin imports showed sharp improvement with the arrival of large shipments from New Zealand. Total, however, was 2,032,000 skins against 2,532,000 last Aug. For the year through Aug., imports are only 6,893,000 or a little over a third of the 16,032,000 sheepskins received in the 1950 period.

Goat and kid imports also showed a decline for the month, dropping to 2,820,000 skins against 3,411,000 last year. Totals for the year to date are 24,754,000 against 28,628,000 last year's period, a decline of 13.5 per-

cent.

Leather imports also showed general declines, falling from both July 1951 and Aug. 1950 levels. However, imports for the first eight months of 1950 are still running ahead of last year. Following are comparative figures:

# HIDE AND SKIN IMPORTS ANALYZED

			Ex	ports			Im	ports	
(000 Omitted)		Aug.	Aug.		. Total	Aug.	Aug.	8 Mo	s. Total
Leather	Unit	1951	1950	1951	1950	1951	1950	1951	1950
Sole	Pounds	7	22	344	353	240	784	2,863	2,359
Belting	Pounds	_		17	15	79	94	1,069	: 619
Upper	Sq. Ft.	2,138	2,739	15,091	20,645	613	1,178	7,281	6,901
Lining	Sq. Ft.	356	431	2,173	3,455	162	499	1,807	2,047
Glove, Garment	Sq. Ft.	148	361	1,915	2,344	280	260	3,469	2,579
Bag, Case	Sq. Ft.	8	30	170	351	64	99	877	495
Upholstery	Sq. Ft.	21	13	231	236	47	24	252	191
Raw Stock									
Cattlehides	Hides	10	23	322	299	408	531	2,562	2,019
Calf and Kip	Skins	28	20	194	247	135	347	2,117	1,913
Goat and Kid	Skins		_	_	-	2,820	3,411	24,754	28,628
Cabrettas	Skins	_	_	_	_	109	280	2,626	2,613
Shearlings	Skins	-	_	_	_	73	187	398	1,946
Pickled Sheep	Skins	80	41	496	640	2,032	2,532	6,893	16,032
Wooled Skins	Skins	_	_	_	_	206	94	831	1,342

# NEW YORK SHOEMEN, UNION IN DEADLOCK

With only a few days remaining before existing contracts expire, officials of the New York Shoe Manufacturers Board of Trade and Joint Council 13, United Shoe Workers of America, CIO, remained hopelessly deadlocked on terms of a new agreement.

The union is seeking a five and one-half percent increase for its workers in the New York area, while the manufacturers have countered with a demand for a reduction of existing pay scales. Present contract expired on Nov. 15.

# 1952 Shoe Fair Scheduled October 27-30

The next National Shoe Fair has been scheduled for Oct. 27-30 in Chicago, according to the National Shoe Manufacturers Association and the National Shoe Retailers Association, co-sponsors of the showing.

Registration will begin on Saturday morning, Oct. 25, instead of the usual Sunday, Fair officials said. Moving up of the registration date was necessitated by the increasing number of early arrivals at the Fair as well as heavy demand for directions.

tories, they pointed out.

# SHOEMEN TO DISCUSS METAL SUPPLY NEEDS

NPA Calls Trade To Meet Nov. 13

The National Production Authority has called upon shoe manufacturers and other metal users in all branches of the leather goods industry to meet at NPA offices in Washington at 10.00 a.m., Nov. 13 for a discussion of supply and allocation problems.

Manufacturers of shoes, luggage, handbags, harness and other leather products requiring use of metals will be asked to estimate their metal requirements for coming months.

Industry and government officials will review the critical and rapidly worsening metal situation, particularly in relation to the supply outlook for steel, copper and aluminum. The government as yet has not fully revealed the approaching crisis on supplies of these three metals but is meeting with representatives of various metal-using industries in an effort to conserve supplies.

NPA officials admitted to Leather AND SHOES' Washington representative that attempts will be made to cut down on use of these metals by each industry. The Defense Production Program is expected to require increasing supplies in coming months, thereby reducing radically available

stocks.

One result of the meeting is expected to be greater emphasis by shoe manufacturers upon metal substitutes for various supplies such as eyelets, shanks, box toes, counters, etc. The government will ask manufacturers to speed all research and development along these lines.

# STEWART RE-ELECTED BY SHOE ASSOCIATION

Weir Stewart, president of Marshall, Meadows & Stewart, Inc., Auburn, N. Y., women's shoe manufacturer, was re-elected president of the National Shoe Manufacturers Association for the coming year.

Also re-elected at a meeting of the board of directors held Oct. 30 in Chicago were W. W. Stephenson, executive vice president; L. V. Hershey of Hagerstown Shoe Co., treasurer; and Harold R. Quimby, secretary.

Named vice presidents were John A. Bush, Brown Shoe Co.; Byron A. Gray, International Shoe Co.; Charles F. Johnson, Jr., Endicott-Johnson Corp.; and Louis H. Salvage, Louis H. Salvage Shoe Co.

# COMPARATIVE LEATHER PRODUCTION FIGURES

	CATTLEHIDE	LEATH	ERS	(In 1,00	hides)		
Total			Belting, Mechani-	Harness Sad-	Bag Case,	Uphol-	All
Hide	s Sole	Upper	cal	dlery	Strap	stery	Others*
1939 2209	7833	12124	531	477	387	510	233
1940 2107	7032	11582	. 675	524	382	601	272
1941 2812	9080	15600	1064	650	581	699	448
1942 3082	10432	15598	1213	637	936	386	1625
1943 2565	6 8290	13073	1292	632	800	231	1338
1944 26152	8420	13002	1439	613	629	232	1818
1945 27560	8525	14567	1324	556	572	272	1750
1946 26905	8510	14057	1158	510	827	378	1465
1947 28824	8924	15529	1134	440	813	529	1455
1948 26070	8016	14213	1004	270	760	594	1213
1949 23332	6384	13753	759	227	674	461	1074
1950 2439	6127	15377	789	218	813	689	1312
1951, Jan 2291	544	1433	93	19	77	70	62
Feb 2204	527	1359	90	20	80	59	69
Mar 2220	511	1395	103	15	71	59	69
Apr 191	467	1135	91	18	65	64	76
May 1950	455	1185	97	21	64	57	77
June 1871	445	1150	87	18	50	56	.72
July 1534	374	941	78	14	39	42	46
Aug 1885	502	1119	94	17	48	57	48

\*Data from 1942 forward not directly comparable with previous data.

CA	LF, KIP,	GOAT,	KID, SHEEP	AND L	AMB LEAT	HERS	(In 1,00	0 hides)
			,	Total	Glove,	eathers		
		Calf, Kip	Goat, Kid	Sheep, Lamb	Gar- ment	Shoe	Shear- lings	All
1939		14027	40419	38914	18420	11604	2563	6327
1940		11387	37697	37920	17725	9966	3322	6907
1941		13098	45373	51915	22542	14166	5779	9428
1942		12264	41127	53629	19459	14983	9596	9591
1943	***********	11112	37351	59315	- 20415	15474	11210	12216
1944	***********	10930	34653	53976	20370	15040	6690	11876
1945		11636	24026	52450	17294	17153	6508	11495
1946	*********	10836	24123	47999	15781	13349	9923	8918
1947		12471	37188	36535	11265	12498	5409	7363
1948	**********	10480	37970	33492	10419	11392	4993	6688
1949		10173	34774	28644	8411	9998	4498	5737
1950	***********	10661	37159	31501	9750	10708	5322	6091
1951,	Jan	867	3502	2831	826	942	345	718
	Feb	922	3201	2705	793	963	310	639
	Mar	904	3435	2492	675	921	280	616
	April	805	3084	1968	499	753	240	476
	June	574	2620	1478	451	475	192	360
	July	459	2038	1480	475	468	180	357
	Aug	559	2486	1879	459	688	275	457

# Wes-Tex Boot Case Still Undecided

No conclusion has been reached in the back pay case of Wes-Tex Boot and Shoe Co., Wichita Falls, Tex., according to National Labor Relations Board officials. The case involves seven company workers who met in 1948 to organize a local of the Boot and Shoe Workers Union, AFL.

Edwin A. Elliott, regional director

of the NLRB, said it was impossible at this time to estimate the sum to be paid to the workers by Wes-Tex. A previous news story (L&S, Oct. 13) quoted the AFL regional director as estimating the amount at "upwards of \$40,000." Tom B. Wilkes, Jr., Wes-Tex president, says this figure is "at least 10 times too high." Correct amount will be announced by the NLRB as soon as deliberations are completed.

# SHOE UNION TO SEEK RAISE IN BAY STATE

# Manufacturers Will Resist Pay Hike

Members of United Shoe Workers of America, CIO, employed in Massachusetts shoe factories will seek an increase in wage rates when their present contract expires on Dec. 31, according to Angelo Georgian, USWA territorial representative.

Georgian said the exact amount of the increase has not been determined as yet. The union has scheduled an area meeting to be held in Boston Nov. 13 at which time wage and other demands will be itemized. "Other demands" will include welfare, vacation and holiday benefits, Georgian added.

In a letter to Haverhill manufacturers sent last week, Georgian said the union was ready to re-open negotiations for a 1952 contract and stated it would ask for increases.

Barton M. Kramer, president of the Haverhill Shoe Manufacturers Board of Trade, in a reply to Georgian, declared current industry conditions "do not permit any increase in wages or any changes in the agreement which will result in additional costs."

Kramer said the manufacturers "cannot agree" to any of the changes requested by the union.

# WARN ELECTED HEAD OF SHOE RETAILERS

W. Otto Warn of Warn & Warn, Spokane, Wash., was elected president of the National Shoe Retailers Association at the Group's annual meeting during the Shoe Fair in Chicago.

Gilbert Hahn of William Hahn & Co., Washington, D. C.; William E. Morgan of C. A. Verner Co., Pittsburgh; William G. Nissen of Nissen's, Oklahoma City; and F. Arthur Clark of Chas. A. Stevens Co., Chicago, were elected vice presidents. David S. Hirschler of Hofheimer's, Norfolk, Va., was re-elected treasurer.



# BROWN SHOE WORKERS WIN 6c WAGE BOOSTS

# CIO To Ask Wage Board For General Hike

CIO shoe workers employed in Brown Shoe Co. plants in Illinois, Missouri and other states will receive a six cents hourly wage increase if permission for the boost is granted by the Wage Stabilization Board, it is reported.

The increase, similar to that granted its CIO workers by International Shoe Co., recently, would benefit hourly paid production and maintenance workers in Brown plants. It will also be incorporated in piece

Orland F. Calhoun, president of Local 126A, Uniten Shoe Workers of America, CIO, said union members had ratified such an agreement with the company. The same terms are expected to be approved by workers in two Missouri plants and have been ratified at Brown plants in Charleston and Salem, Calhoun added.

Both the company and union have petitioned the Wage Stabilization Board for permission to grant increases at all Brown plants represented by USWA, according to Calhoun. The contract calls for no reopening clause before Nov. 1, 1952.

# **New Sales Head**



Theodore Dahlstrom, who has been named general sales manager of The Linen Thread Co., Inc., Paterson, N. I. A veteran of some 33 years with the firm, Dahlstrom has served in various executive positions prior to his latest promotion. His appointment was announced along with that of Roger C. Hewins, well known to the leather and shoe trade, as manager of Linen Thread's New York office.

# Boston Shoe Club To Meet November 14

The Boston Boot and Shoe Club will launch its 63rd season with a meeting on Wednesday evening, Nov. 14, at Boston's Hotel Statler, lack Sandler, president, reports.

Jack Sandler, president, reports.
Guest speaker will be George V.
Denny, Jr., president of New York's
Town Hall, who will speak on "The
World Today." Entertainment during the dinner hour will be provided
by Jimmy Stella, popular accordionist and singer.

Officers of the Club for the coming season are Sandler; George E. Hamel, L. H. Hamel Leather Co., Haverhill, C. Harvey Moore, A. F. Gallun & Sons, Inc., and Charles Slosberg, Green Shoe Mfg. Co., Boston, vice presidents; Francis C. Donovan, F. C. Donovan, Inc., Boston, treasurer; and Maxwell Field, secretary.

# CORRECTION

In the article, "Color Sells Shoes," which appeared in the October 20 issue of LEATHER AND SHOES, a mistake occurred in which the author Miss Helene O'Hara, was stated to be Fashion Coordinator of the Kid Leather Guild. Miss O'Hara is Fashion Coordinator of Allied Kid Co.

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# MILITARY BIDS AND AWARDS

#### Rubber Boots

November 13, 1951 — QM-30-280-52-519, covering 325 pairs firemen's rubber boots. Opening at 1:00 p.m. in New York with delivery to Granite City, Ill., and Seattle, Wash., by Dec. 31, 1951, and Jan. 31, 1952. For the Army Engineers.

**Orthopedic Shoes** 

November 13, 1951 — QM-30-280-52-484, covering 635 each convalescent orthopedic shoes. Opening at 3:00 p.m. in New York with delivery to St. Louis Medical Depot by Jan. 31, 1952, and Feb. 29, 1952. For the Medical Corps.

**Navy Insoles** 

November 13, 1951—Navy Invitation No. 9796 covering 5,000 pairs medium felt insoles. Opening at 2:00 p.m. in New York with delivery at 3,000 pairs to Mechanicsburg, Pa., and 2,000 pairs to Clearfield, Utah. Delivery rate of 50% each 60 and 90 days respectively.

**Navy Shoes** 

November 14, 1951—Navy Invitation No. 9781 covering 5,388 pairs of black high general purpose shoes. Opening at 2:00 p.m. in New York with delivery to Clearfield and Mechanicsburg by Jan. 31, 1952. Spec. 72-S-4 dated April 24, 1945, Amendment 2 dated Aug. 6, 1945.



It's something new-fangled from the city called shoes, made from leather treated with fatliquors from Salem Oil & Grease Company to make them softer and more comfortable.

### Leather

November 26, 1951 — QM-30-280-52-533, covering 271 fronts cream horsehide leather, medium weight, 3½4 oz.; and 200 backs natural russet leather skirting, 10-12 oz. Opening in New York at 3:00 p.m., for the Army.

#### AWARD TROPICAL BOOTS

The New York Quartermaster Procurement Agency has announced award on Invitation QM-30-280-52-313 covering 66,996 pairs of tropical combat boots to International Shoe Co., St. Louis.

Exact pairage was not specified on the award but dollar value was estimated at over \$250,000. International at bid opening on Oct. 17 offered \$7.98 per pair at origin and \$8.16 per pair at destination.

#### OPEN SLIPPER BIDS

A total of 25 manufacturers turned in bids this week at opening of Invitation QM-30-280-51-358 covering a total of 435,168 canvas hospital slippers, sizes 1 to 4, for various destinations.

The Invitation was as follows: Item 1, 55,680 pairs, size 1, for (a) Atlanta, (b) Oakland, (c) Schenectady, (d) St. Louis; Item 2, 36,960 pairs for Army, 164,544 for Navy, size 3, for Edgewater, Clearfield, Atlanta, Oakland, Schenectady. St. Louis, and Louisville; Item 3, 9,024 pairs for Navy, 41,280 pairs size 4 for Army, for Edgewater, Clearfield, Atlanta, Oakland, Schenectady and St. Louis; Item 4, 36,096 pairs size 3, 9,600 pairs size 4; Item 5, 72,864 pairs size 1 and 2; and Item 6, 9,120 pairs for Navy, to Clearfield and Oakland.

Lowest bids were as follows:

A. Starensier Co., Haverhill, Mass.; 15 days acceptance, net. *Item 1*—a)b)c)d)—.665; .665; .665; .66; Item 5—a—.64;

Fashion Sports Shoe Co., Inc., Paterson, N. J.; 60 days acceptance, 1% in 20 days. Item 1—a—.665; Item 2—a)c)d)e)f)g)—.65; .65; .68; .66; .665; .67. Item 3—a)b)c)d)e)f)—.65; .68; .665; .68; .66; .665; .68; .66; .665. Item 4—a)b)—.65; .66. Item 5—b)—.65; Item 6—a)b)—.66; .68.

Debway Hats, Inc., N. Y. C.; 60 days acceptance, not. Item 2—b)—

Reiff Shoe Mfg. Co., Denver, Colo.; 60 days, 2% in 20 days. Item 6—b)—.68.

### OPEN NAVY GLOVE BIDS

H. G. Pitman Glove Co., Johnstown, N. Y., was low bidder last week at opening of Navy Invitation No. 9649 covering 783,786 pairs of black leather gloves, wool lined. Pitman offered to supply 20,000 pairs at \$2.43 per pair, 60 days acceptance, net.

A total of 39 firms turned in bids on the invitation which calls for delivery to Mechanicsburg, Pa., and Clearfield, Utah. Following are the nine next lowest bids:

Mario Papa & Sons, Inc., Gloversville, N. Y.; a) 10,000 pr. each at \$2.52, \$2.57, \$2.62; or 30,000 pr. \$2.57; b) 10,000 pr. each \$2.52, \$2.57, \$2.62, or 30,000 pr. \$2.57; 60 days acceptance, net.

The Daniel Hays Co., Gloversville, N. Y.; a) 75,000 pr. \$2.52; or 150,000 pr. \$2.57; or 225,000 pr. \$2.61; or b) 75,000 pr. \$2.54; or 150,000 pr. \$2.59; or 225,000 pr. \$2.63; 15 days acceptance, net.

Louis Meyers & Son, Gloversville, N. Y.; a) 9,000 pr. \$2.595; 6,000 pr. \$2.72; b) 9,000 pr. \$2.621; 6,000 pr. \$2.746; 60 days acceptance, net.

Hansen Glove Corp., Milwaukee, Wis.; a) 108,000 pr. \$2.621; or b) 108,000 pr. \$2.631; 30 days acceptance, 1% in 20 days.

Fried, Osterman Co., Milwaukee, Wis.; a) 150,000 pr. \$2.645; or b) 150,000 pr. \$2.66; and a) 245,916 pr. \$2.692; or b) 245,916 pr. \$2.707; and a) 345,916 pr. \$2.713; and a) 445,916 pr. \$2.747; 14 days acceptance, net.

Boyce-Lazarus Co., Johnstown, N. Y.; a) or b) 36,000 pr. \$2.69; 36,000 pr. \$2.79; or 72,000 pr. \$2.735; 30 days acceptance, net. Fownes Bros. & Co., N. Y. C.; a)

Fownes Bros. & Co., N. Y. C.; a) 96,000 pr. \$2.785; or 48,000 pr. \$2.71; 48,000 pr. \$2.86; 60 days acceptance, net.

Ireland Bros., Johnstown, N. Y.; a) 15,000 pr. \$2.75; 60 days acceptance, net.

G. Balzano & Sons, Inc., Gloversville, N. Y.; a) 12,000 pr. \$2.75; 60 days acceptance, net.

# McELWAIN WINS AWARD

- J. F. McElwain Co. of Nashua, N. H., has been awarded contract on Navy Invitation No. 9708 covering 288,000 pairs of black low quarter shoes. McElwain bid \$5.285 per pair at the opening on Oct. 22 at the Navy Purchasing Office in New York.
- Sherbrooke Footwear Co. is reported to have filed petition in bank-ruptcy offering creditors 15 percent cash settlement. The firm is located in Sherbrooke. Oue.

#### **ADDISON BIDS LOW**

John Addison Footwear, Inc., Marlboro, Mass., was low bidder at the opening of Army Invitation QM-30-280-52-436, calling for 29,004 pairs boots, combat, service.

The Hanover Shoe Co., Hanover, Pa.; 15,000 pairs, \$7.99; 10 days

acceptance, net.

E. J. Givern Shoe Co., Inc., Rockland, Mass.; all at \$8.89; 60 days acceptance, 1/10 of 1% in 10 days.

Curtis Shoe Co., Inc., Marlboro, Mass.; all \$9.37; 60 days acceptance.

International Shoe Co., St. Louis, Mo.; all \$8.48; 20 days acceptance,

Endicott Johnson Corp., Endicott, N. Y.; all \$8.60; 10 days acceptance,

General Shoe Corp., Nashville, Tenn.; all with vegetable-tanned insoles, \$9.30; all with Chrome-tanned insoles, \$9.43; 10 days acceptance,

A. S. Kreider & Son Co., Palmyra, Pa.; 12,000 pairs, \$8.75; 14 days

acceptance, net.

John Addison Footwear, Inc., Marlboro, Mass.: 20,000 pairs chrome-tanned insoles, \$7.69, OR all \$7.85; vegetable-tanned insoles, 20,-000 pairs, \$7.59, all \$7.75; 60 days acceptance, 1/10 of 1% in 10 days.

## FLORSHEIM WORKERS OUT ON STRIKE

Close to 2,500 shoe workers employed at Florsheim Shoe Co. plants in Chicago and Danville, Ill., were still out on strike this week after the company failed to reach a contract agreement with United Shoe Workers of America, CIO.

A contract dispute arising from union demands for a wage increase estimated to be around eight to eight and one-half cents per hour led to the walkout in five Florsheim plants in the Chicago area and one in Dan-

Negotiations had been in progress for several weeks between officials of Joint Council 25, USWA, and the company. The union is seeking other benefits in addition to a wage increase.

# M. J. Saks To Liquidate **Business**

Business of M. J. Saks Shoe Corp., large independent women's shoe wholesaler, has been discontinued and the firm will be liquidated in the near future, according to Murray J. Saks, president and founder.

The company has been in business for the past 31 years and is reported to have had a volume of \$4 million last year.

Four employes of the firm are in process of forming a new corporation tentatively called M. J. Saks Associates, which will take over Saks' 2,000 retail accounts. The employes are Morton Starr, Louis Bland, Harry Yorke and Barney Bland, all veteran salesmen with 27 years of service with the firm.

Saks is reported retaining interest in Saksplan, basement department distribution system for women's

shoes.

# British Shoe Productivity Conference Set

Program for the initial Footwear Productivity Conference, to be held Nov. 9-11 at Ashorne Hill near Leamington Spa, England, has been announced by conference officials.

The three-day meeting, patterned after the Shoe Factory Management Conference sponsored in the U.S. by the National Shoe Manufacturers Association, is devoted to technical aspects of shoe production, including shoemaking processes, productivity and marketing and distribution.





# SLOW TRADING SOFTENS PRICES ON LEATHER MARKETS

# Little Interest Reported Despite Concessions Available

Tanners expect trading to resume shortly but lack of orders forces price easiness. All selections affected with sole and calf hard hit. Sheep moderate. Kid slack.

New York Markets

Upper Leather: Business continues spotty and mostly confined to enough leather to make up fill-in orders. Leather merchants say shoe factories evidently got some business at Chicago Shoe Fair and they have made some purchases against orders. Now they say they will wait for the New York Show before making additional requests for leather.

Leather prices hard to define as many tanners have withdrawn lists in the face of the declining hide and calfskin markets. Lists on 4½ to 5-ounce large spread elk seem to range around 50-51c and down. Some tanners talk lower and these are said around 45c and down.

Calfskin business also very slow and there are really no price lists due to the soft raw calfskin market. On women's weight, suede calf around \$1.00 and down about the market and on smooth leather, women's weight, about \$5-90c and down. However, lower prices have been heard and it is quite difficult at the moment to quote the price range.

Shoe business is still slow and there are few factories that are entirely satisfied. As a matter of fact, the only local factories not complaining are children's shoe factories.

Sole Leather: Market very slow in sole leather. Bends hard to quote but recent sales seem to place market from 68c to 90c as to weight from heavies to lights. Bellies the slowest end of the sole leather market, especially cow bellies. Steers somewhere between 35c to 40c according to reports but little has been sold. A report coming out of the Chicago Fair had a large shoe manufacturer buying a good quantity of steer bellies at 35c but this could not be confirmed.

Double rough shoulders also slow but appear to be better than bellies or bends. Prices range from about 66c to 80c as to tannage, etc., with the best prices being paid for men's waist belt runs. Single shoulders quoted 65c to 68c. Heads sold at 28c but some report that a good run of heads have sold down to 25c.

#### Sole Muddy

About all that Boston sole tanners will say is that the market is still weaker than last reported. Sales this past week so few and indefinite that last week's prices mean nothing. Tanners will talk price only when prospective buyer appears and these are few and far between.

Tanneries are producing very little leather at moment; tanners staying away from hide market. By now, most tanners convinced their immediate salvation lies in substantially lower hide prices, enabling them to reduce finished leather lists and make them strongly competitive again with synthetics. Until then, tanners will buy few hides, make little leather.

Of course, there is some buying for military shoes and a little here and there by regular customers. Not enough, however, to define any trend or prices.

Sole leather tanners of Philadelphia continue to report "very little business." No one is buying much of anything. Aside from the current market situation, tanners feel synthetics have hurt sole leathers a good deal. This is particularly true when prices are high as now, and synthetics can be bought much more cheaply. Some tanners feel that if packers would lower hide prices to enable tanners to lower their prices, this would help combat the sale of substitutes.

#### Offal Eases

Boston sole leather offal tanners find nothing to crow about this past week. They, too, are still a bit amazed at how the market has eased on them. Few had any idea a month or two ago that finished leather prices would hit their present low levels—but hit they have and the bottom is still a question.

There are sales made, of course, and at varying prices, some well above the average market ranges. These, however, mean little, do nothing to define prices, since they are in no volume. Bellies are at their weakest in a long time. A fairly accurate quotation on steer bellies would have to be in the middle 30's

—around 35-36c. — although some tanners ask and a few sales made just under 40c. The trend is down, however. Cow bellies under 5 iron quoted at 30c and down; above 5 iron to 35c.

Double rough shoulders find a little interest at 70-75c although quoted somewhat higher. Single shoulders with heads on bring 65-70c for lights, 55-60c for heavies. Nothing doing in heads. Fore shanks drag at 25c and down; hind shanks same at 30c and down.

#### Calf Slack

A small demand for certain lines of calf leather reported here and there, particularly on lower graues of women's smooth calf, but overall business is poor. However, tanners feel market is in midst of finding true level and sales will improve when it does. Natural procedure for buyers now is to wait for results before ordering actively.

As a result, tanners can only rest on market. Few show any interest in raw skins, except to follow prices. Most calf tanneries operating on greatly curtailed production schedule, piling up little finished stock. Even then, inventories not as low as tanners would like them.

The feeling, along with hope, is general that little actual volume buying will develop before Popular Price Show in New York late this month. It may come earlier but no real signs as yet.

Meantime, women's weight calf is priced low enough to be in good competitive position again. There is some demand, as noted for cheaper grades, particularly at 60c and below. Above this range, sales slower and top ranges between 90c-\$1.00 about

Men's weights do little business. Tanners feel they cannot lower prices more without losing some profit margin. Buyers not interested as yet in present levels, want to be certain they are ordering at rock bottom level. Below 90c, there is some business down to 60c and below. Above 90c, little doing. Suede slow at \$1.00-\$1.10.

Sides Optimistic

Though new orders are still scarce, new interests reported on side market and Boston tanners feel encouraged about immediate future. For one thing, heavy leather season is approaching and demand for this should break out shortly. Apparently, one big reason for lack of orders by shoe manufacturers is continued weakness of hide market.

Most shoemen did some business



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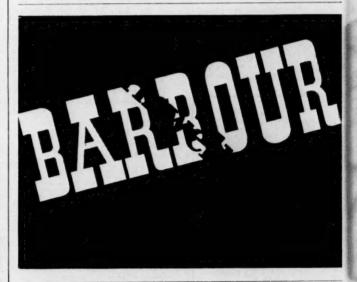
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at Shoe Fair in Chicago, are working on orders and will need some leather soon. However, they will not buy in any volume, they say, until hide market goes as low as it must and leather prices are stabilized.

Tanners cannot help piling up some leather inventories.

# **Belting Spotty**

Belting leather tanners of Philadelphia find that the market spotty. There is so little business around that potential buyers are in a position to drive a hard bargain. Result is an "undercutting job" in order to made sales. This is particularly true about the heavy weights which are offered at practically any price to make them move.

Curriers find business "a little better than bad." Defense orders have not affected all curriers. Some still have their usual customers who are not doing too much buying at this time. Price lists unchanged.

#### AVERAGE CURRIED BELTING PRICES CURRENT IN PHILADELPHIA

Curried Belting	Best Selec. No. 2	No. 3	
Butt bends	1.56-1.60 1.51-1.56	1.46-1.50	,
Centers 12"	1.87-1.89 1.76-1.79	1.58-1.62	
Centers 24"-28"	1.81-1.84 1.75 1.76	1.61-1.65	
Centers 30"	1.75-1.81 1.70-1.73	1.60-1.63	
Wide sides	1.48-1.52 1.42-1.48	1.35-1.42	
	1.40-1.45 1.36-1.41		
	dums: extra light		



#### **Kid Same**

Kid leather tanners of Philadelphia find the situation hasn't changed much from last week. No further increase in business, although some tanners had expected it.

Situation in glazed just about the same, with sales still being made in a variety of colors. Some tanners who have been producing only black for the last year are starting on dark blue and brown. They are still sticking with conservative shades at this time, but this is further indication of the trend away from black.

Suede selling mainly in black with some brown and blue. Nothing new reported in linings. Slipper remains at a low level. Crushed reported as practically dead; and no one is reporting any business at all in satin

Slight increase in business hasn't been enough to help out in the price situation. In general, most tanners find that they are getting prices below the lists but do not wish to quote prices at which sales are made. Although there is a good deal of undercutting of prices to make sales and unload surplus stock, tanners will stick to a price that makes the sales worth while.

#### Average Prices

Suede 45-90c Glazed 35-\$1.05 Linings 30-60c Slipper 35c-70c Satin mats 69c-\$1.20 Crushed 35c-85c

## Gloves Get Boost

Only a little over 20 percent of the gloves for the huge Navy order opened last week will be made in Fulton County. The leather, however, must pass through local mills. About 35c seems to be the top price that successful bidders are willing to pay.

pay.

The cold weather is expected to provide a "shot in the arm" for the ailing glove business. Some demand already created for lined gloves.

# **Tanning Materials Fair**

Demand for raw tanning materials and tanning extracts only moderate and quotations mostly unchanged from last week. Myrobalans somewhat easier; Valonia Cups up to \$69.00.

Divi Divi, 42% basis shipment, bag	\$ 98.00
Wattle bark, ton	
"Fair Average"	\$106.50
Sumac, 28% leaf	
Ground	\$135.00
Myrobalans. J. 1's	.\$57.00
Crushed \$79.00-\$80.00 J. 2's\$54.00	
R. 1's	.\$57.00
Valonia Cups, 30-32% guaranteed	
Valonia Beards, 42% guaranteed \$84.00	
Mangrove Bark, 30% So. Am	
Mangrove Bark, 38% East African	.\$81.50

Tanning Extracts	
Chestnut Extract, Liquid (basis	
25% tannin), f.o.b. plant	
Tank cars	4.25
Barrels, c.l	5.10
Barrels, Lc.l	5.43
Chestnut Extract, Powdered (basis	
60% tannin), f.o.b. plant	
Bags, c.l	10.92
Bags, l.e.l	11.65
Cutch, solid Borneo, 55% tannin,	
plus duty	.08
Gambier Extract, 25% tannin,	
bbls	.12
Hemlock extract, 25% tannin, tk. cars f.o.b. works	.0525
	.05%
Bbis., c.l	.00%
bbis. 6%-6%, tks.	.0614
Quebracho extract	. OU 74
Solid, ord., basis 63% tannin, c.l.	
plus duty	31/64
Solid clar., basis 64% tannin, c.l12	3/16
Liquid, basis 35% tannin, bbis	-6
Ground extract	
Wattle bark, extract, solid (plus duty)	.11%
Powdered super spruce, bags, c.l.	
.05%; l.c.l	.05%
Spruce extract, tks., f.o.b. wks	.01 %
Powdered valonia extract, 63% tannin .95	6-9%

Townseled valous excises, 0079 termin .	0.12 -0.4
	-
Tanners' Oils	1.5
Castor oil. No. 1 C.P. drs. l.c.l	.35 1/4
Sulphonated castor oil, 75%	.31
Cod Oil, Nfid., leose basis	1.40
Cod. sulphonated, pure 25% moisture	.17
Cod. sulphonated, 25% added mineral	.15
Cod, sulphonated, 50% added mineral	.14
Linseed oil tks., c.l. zone 1	.176
drums, l.c.l.	.186
Neatsfoot, 20° C.T	.30
Neatsfoot, 30° C.T	.37
Neatsfoot, prime drums, c.l	.22
Le.L	.23
Neatsfoot, sulphonated, 75%	.2134
Olive, denatured, drs. gal	2.60
Waterless Mosilon	.19
Artificial Moellon, 25% moisture	.14%
Chamois Moellon, 25% moisture	.1436
Common degras	.1414
Neutral degras	71420
Sulphonated Tallow, 75%	.19
Sulphonated Tallow, 50%	.13%
Sponging compound	.15
Split oil	.14
Suimbonated sperm, 25% water	.19
Petroleum Olis, 200 seconds visc., tks.,	
1.0.b	.17
Petroleum Oils, 150 seconds visc., tks.,	
1.0.b	.16
Petroleum Otle, 100 seconds vist., tks.,	
f.o.b.	.14
I.O.D	

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# EASING PRICES ENCOURAGE SOME TRADING ON HIDE MARKETS

# Moderate Activity Follows Declines But Tanners Remain Cautious

Hide markets this week generally displayed a weak undertone; sales at further sharp declines recorded in all descriptions. Despite fairly liberal available supplies, the volume of business has been rather light, only a few cars selling in most selections. Branded cows somewhat of an exception as these hides were sold in fair quantities from northern points to sole leather outlets. Nevertheless, each sale made nearly always establishes a new lower price.

The question now being raised in hide trade circles is where and when will the markets level off? Lack of stability in raw material markets is still attributed to narrow demand, reflecting tanners' inability to sell leather in volume. Shoe manufacturers buying leather sparingly and continue to utilize substitutes whenever necessary to maintain recently established lower prices on shoes.

Veteran trade observers take a gloomy view over the outlook for the industry. Shoe production is off as retailers are buying cautiously and volume of orders booked is still comparatively small. Preliminary trade estimates indicate that this year's shoe production will total around 467,500,000 pairs, a decline from last year's output by 10.4% or some 54,500,000 pairs. This would

be one of the largest yearly pairage declines in the history of the industry.

Apparently, consumers are still "price conscious" as shoe men say resistance is still evident on the part of the buying public. This has been true in regard to higher priced lines of shoes. Cheaper shoes in the volume lines are moving comparatively better, judging from latest shoe chain store sales reports.

Lower leather prices are accepted by tanners from time to time to make sales but tanners say replacements of rawstock supplies will have to be on a lower basis so that leather can compete more effectively against synthetics.

Meanwhile, declines in hide and skin markets are working hardships on dealers who still find it difficult to buy "right" from country suppliers. Small packers feel the loss in revenue from lower hide and skin prices. Latest reports indicate small packer kill dropping off in some sections and only holding steady in others. At the same time, big packer kill picking up as cattle prices ease under pressure of heavier receipts at live markets.

Estimates that due to heavier shipments of cattle, federally inspected slaughter this week will exceed that of a year ago for the first time since Tested
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# QUOTATIONS

	Present		Week Age		Month Ago		Year Ago
Light native steers	26N		28N		351/2	32	-36
Heavy native steers	26N		27N		33		38
Ex. light native steers	291/2		28N		37N		39
Light native cows	-26	27	-28	34	-35	36	-37
Heavy native cows	24		28N		34	32	-32 1/2
Native bulls	19N		21N		24		22
Heavy Texas steers	23		23N		27		29
Light Texas steers	28N		30N		341/2		33
Ex. light Texas steers	30N		32N		37		35
Butt branded steers	23		25N	28	1/2-29		29
Colorado steers	22		24N		271/2		281/2
Branded cows	24		27N		31	32	-321/2
Branded bulls	19N		201/2N		22N		21
Packer calfskins	45		45N		55N	55	-60
Packer kipskins	-40	35	-40N		52 1/2 N		60

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OPS froze prices late last Jan. Butchering of cattle by inspected plants at 32 centers has risen 18% in last two weeks.

#### Packer Hides Easier

Activity this week a little more widespread, although comparatively restricted. Prices continued downward in most lines traded. Big packers sold about 43,000 hides, outside packers about 10,000, and one Big 4 moved 12,000 Southeastern hides.

Trading involved light cows, first at 26c for Chicago, then at 25½c for Chicago type and then 25c for St. Pauls. The final figure was 25c for Chicago-St. Paul, and a nominal 26c for Rivers. Heavy cows sold at 24c in very moderate volume but only on outside market. No big packers active, although it was felt that they would eventually go along on that basis.

Branded cows also active at 24c, quite a number selling in both big packer and outside packers circuits. This was the biggest single item on the list.

In steers, extreme light natives steady at 29½c on very restricted business. No heavy or light natives sold, but branded steers moved at 23c for butts and Texas, 22c for Colorados. No other branded selections of steers sold. Bulls quiet; nominal at 19c.

More steers might be in view for packers. The kill has been predominately cows, mostly lights, although kill in cows is now turning to heavies and branded selections.

#### Small Packers Quiet

Continued settling of this market brought about new price levels but no new interest. A few more cars of hides sold, but tanners failed to show interest.

Price ideas around 22c flat for good 48/50 lb. average small packer hides from Midwestern points. Sellers talking in terms of 23 and 24c flat, fractionally more on a selected basis. However, tanners are very restricted in their interest and refuse to talk higher.

Price situation quite serious, inasmuch as small packer market is leading the big packers in determination of the trend. This means that small buyers and sellers, still generally feeling that big packer hides are the guide, feel more bearish whenever big packers sell off in sympathy with small packers. Result is a very complete vicious circle, prices continually bearing down in both markets while interest remains very limited.

# Country Hides Slack

Country position also easy, with prices talked around 19c flat for 48/50 lb. average trimmed hides, Midwestern production. Some bids down to 18½c, some less, although pressure is probably more than necessary in some instances. Sellers holding for 20c flat in most instances where good hides are offered; some asking higher money on best locker and city butcher productions.

#### Calf Weak

Calf market almost dead, save for one sale of 4,500 St. Louis allweight

calfskins by a Big 4 packer at 40c. This was considered a pretty fair price in view of the interest expressed. Calf tanners say they cannot buy skins, claim that the need for raw-stock is nil.

Outside markets quiet and easy. Small packer calf quetable around 35 to 37c, depending upon quality, although some late reports that 35c was best to be done. Country calfskins called 25c nominal.

Big packer slunks, regulars, figured at \$1.75 according to bids, although last business at \$2.15. New York trimmed skin prices purely nominal.

#### Kipskins Slower

Big packer kipskins, thought well cleaned up last week, do not seem quite as peppy! Some in the trade, seeing some offerings of kip in the big packer market yet, feel the well sold position may not prove to be indicative of good leather business. Time will tell, of course, but with more skins around and no interest, traders are questioning the firmness of this market. Outside kip markets unchanged.

## Sheep Pelts Limited

Sheep pelts market limited to activity in shearlings and fall clips from big packers. Prices are \$3.00 for No. 1 shearlings, \$3.50 for fall clips, with tanners not willing to go along at higher levels. Mouton interest about only substantial interest around, and even this is not particularly strong.

Big packer No. 2 shearlings quoted at \$2.00 to \$2.25, No. 3's around \$1.65 to \$1.75, a little stronger on the outside for these skins. However, demand has been a little better and production very light. Lamb pelts very quiet. Pickled skins called \$12 per dozen for big packers, although sellers holding for as much as \$14 per dozen. Some have talked down to \$11.50 per dozen on good skins.

# Horsehides Drag

Horsehide market no better than beef hides, in fact may be worse. Tanner interest in best lots of Midwestern horse around 60/70 lb. average runs about \$8.75 to \$9.00 at best, and sellers want 50c to \$1.00 more. Fronts very quiet, talked around \$6.75, although up to \$7.00 quoted from some sources. Butts, basis 22 inches and up, figured around \$2.75 to \$3.00, no better. Market slow on cut stock.



# NEWS QUICKS

About people and happenings coast to coast

# Pennsylvania

- A group of some 25 shoe finders has organized the Philadelphia Shoe Repair Planning Committee and plans to stage a campaign to stimulate shoe repair business in the area. Plans call for raising some \$50,000 for a consumer advertising campaign. John Agenta is president, Nat Fine is vice president and Samuel Weinberg is secretary-treasurer.
- Two gunmen recently held up a woman employe of Pearl Preview Shoe Co. in Philadelphia and stole a company payroll amounting to \$14,-097. Most of the firm's 300 employes for whom the payroll was intended were out to lunch at the time of the robbery. The gunmen escaped in a car bearing Maryland license tags.
- Blair Athletic Shoe Co. is a new firm established at 4013 Sixth Ave., Altoona. The company will manufacture athletic footwear.
- Altoona Shoe Co. in Altoona is completing plans to build a one-story building for expansion. Building plus new equipment will cost approximately a half million dollars. Frank A. Mossey has joined the firm as quality man. Altoona is a subsidiary of Evy Footwear Co., Inc., of Brooklyn.

# **New Hampshire**

• A. J. Lawson Shoe Co., Manchester, is reported to have discontinued operations. A. J. Lawson is now with Indian Head Shoe Co. of Manchester.

#### Maine

- Stephen Burdeen, formerly superintendent of Federal Shoe Corp., is now associated with Hallowell Shoe Co., Hallowell.
- William Damon is now cutting room foreman with B. E. Cole, Norway. He was formerly with Federal Shoe Corp., Richmond.

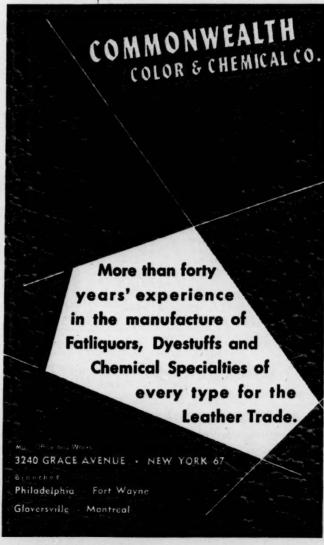
# Illinois

• Howard Willis, midwestern representative of Salem Oil & Grease Co., Salem, Mass., has again been elected to the presidency of Rolling Green Country Club, Arlington Heights. Willis was president of the club, one of Chicago's best known, from 1947 to 1949.

• The Chicago Committee for Brandeis University, Waltham, Mass., will give a dinner commemorating the 95th anniversary of the birth of the late Supreme Court Justice Louis D. Brandeis, at the Stevens (Hilton). Hotel, Chicago, on Nov. 13. Willy Nordwind, president of Athletic Shoe Co., Chicago, is a member of the sponsoring committee.

# Ohio

- Walter H. Benton has been named assistant general sales manager of Selby Shoe Co., Portsmouth. Benton has been with the firm for the past 20 years and spent considerable time in the sales department.
- Joyce, Inc., with headquarters in Pasadena; Cal., celebrated the formal opening of its new Xenia factory with open house on Nov. 1. The factory is claimed one of the most modern in the world, laid out on one floor, and employs a conveyor system throughout the plant to facilitate production. Production will be main-



tained at 1500 pairs per day. Joyce executives were present at the formal opening.

• President Raymond F. Evans of Diamond Alkali Co. has announced that the company has made application for listing its common stock on the New York Stock Exchange. Diamond stock is presently sold on the "over the counter" market. The company has some 3,000 stockholders.

## Missouri

- The new factory subscription for Town and Country Shoe Co. at Slater is reported as three-fourths completed, with more than \$75,000 of the \$100,000 goal received and the remaining \$25,000 expected shortly. The firm will open operations in a temporary building until the new factory can be built. Town and Country expects to employ some 200 persons turning out 1200 pairs per day.
- S. E. Reyburn, Sr., owner of Reyburn Shoe Co., Owensville, has sold his plant to Reldan Shoe Corp. of New York City. Joseph Nadler, president of Reldan, has placed Reyburn's sons, Kenneth and Norval, in charge of the Owensville plant.
- · Production of the Brown Shoe Co.

- plant at Owensville has been stepped up to 4,000 pairs per day, according to E. L. Johnson, superintendent. The factory is reported back on a five-day work week.
- Cardinal Shoe Supplies, 1903 Washington Ave., St. Louis, has been appointed representative for Respro Inc., of Cranston, R. I. Cardinal succeeds Julius Glaser & Co., which has discontinued business, as Respro agent in the area. Edward Burmester and Richard E. Barnard, formerly with Glaser, are now on the sales staff of Cardinal.
- Plant of Greenbriars, Inc., in Clarence is being shut down indefinitely, according to Harold Browne, company executive. Browne reports equipment will be moved to the firm's main plant in Minneapolis. The Clarence firm was in operation for two years and employed from 50-70 workers.

# New York

• Harold O. Toor of J. Jacobs & Sons, Hanover, Pa., has been elected president of the National Foundation for Disabled Feet. New directors are B. U. Shriner of French, Shriner & Urner, Boston, and B. Stone of Stone-Tarlow, Inc., Brockton.

- President Henry H. Kaye of the Boot & Shoe Travelers of New York, Inc., has announced the organization's second semi-annual market week will be held Jan. 13, 1952, in the Marbridge Building, New York City. Most of the group's 300 members are expected to participate.
- David Jacobson has withdrawn from the firm of Leather Specialty Co., New York maker of watch straps, according to published notice. Business will be continued by Morris Sherry, remaining partner.
- Machinery and equipment of David Levine, trading as De Jay Footwear, Brooklyn women's footwear manufacturer, has been sold to Quality Footwear, it is reported. The company has also discontinued business.
- Florine Maher of United Shoe Manufacturers Association has been elected president of Shoe Women's Executives, Inc. Eleanor Rutty of Boot and Shoe Recorder is vice president, Olga Krivet of USMA is secretary and Barbara Trent of I. Miller & Sons, Inc., is treasurer.
- Foot Culture Shoe Co., Inc., is now located at 1333 Avenue of the Americas, New York 19, where it has

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73 King St., West, Toronto
Roy Wilson, Dickson Ltd. 7.8 Railway Approach London S.F.I.

Roy Wilson, Dickson Ltd., 7-8 Railway Approach, London, S.E.I Getz Bros. & Company, San Francisco, Calif.: New York City

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MARDEN-WILD of CANADA, LTD. HALIFAX, N. S

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Get it—then—where you have the best chance to get it — through a classified ad addressed to the entire industry in LEATHER AND SHOES! Your "keyed" and confidential mesage will reach thousands of executives. L&S Want Ads have placed many top men in suitable positions

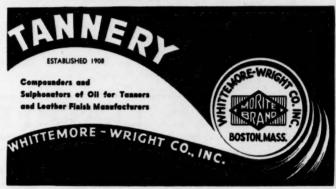
# **LEATHER and SHOES**

300 WEST ADAMS ST., CHICAGO 6, ILL.

expanded operations. The company is presently making orthopedic shoes for the Veterans Administration and is highly regarded as custom and orthopedic shoe specialist.

- Receiver in the bankruptcy matter of Peppy Footwear, Inc., Brooklyn manufacturer of playshoes and other footwear, under bond of \$50,000, is reported.
- Schedules filed in the bankruptcy matter of Selmar Shoe, Inc., New York footwear manufacturer, indicate assets as nominal \$10,187, actual value of \$4,775; with accounts payable of \$4,781.
- Lester Kreiger and S. Rosenhave have announced their resignation from Progress Shoe Co., Inc., Brooklyn stitchdown manufacturer.
- Robert S. Arbib & Co., Inc., New York, has been appointed exclusive agent for A. S. Paterson & Co., Ltd., New Zealand. Arbib will handle the firm's sales here of wool sheepskins, pickled skins and slipe wools.
- Bankruptcy schedules have been filed by Charm Footwear Co., New York, under Chapter XL of the Chandler Act. Liabilities are listed at \$115,828 and assets at \$83,368.
- Elmar Shoes, Inc., has filed articles of incorporation to manufacture footwear at Bay Shore.
- A wealth of new material will be shown at the 23rd Exposition of Chemical Industries, which opens in Grand Central Palace, Nov. 26, and continues through Dec. 1. New chemical substances, processes, equipment and instruments developed by some 400 firms will be exhibited.
- Bernard Chapnick, purchasing agent for Jaycee Footwear of Hempstead, L. I., has been sworn in as a new member of the New York Superintendents' and Foremen's Association.
- William Creahan, St. Louis representative of Leather And Shoes, was guest speaker at a recent meeting of the New York Superintendents' Association. Creahan discussed the shoe industry in the mid-West and West Coast.
- Plever Backing Corp., New York City, has announced development of a new socklining material for slip-lasted footwear. The material will be marketed under the brand name "Tuffy."





# **SINCE 1888**

MANUFACTURERS OF
ELECTROTYPE EMBOSSING PLATES
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PEABODY, MASS.

# TABER TANNERY PUMPS

... have been meeting the special requirements of the Tannery since 1859. Write for Bulletin TP-629

TABER PUMP CO. 300 Elm St. (Est. 1859) Buffolo 3, N. Y.

K-361

- Reptile Leather Corp., New York, has filed petition to change its name to Glove Leather Export Co., Inc.
- Charles C. Tarbutton has been appointed general sales manager of W. B. Coon Shoe Co., Rochester. He succeeds Paul M. Smith, who has resigned. Tarbutton was Coon's New England sales representative and previously sales manager in Brazil for Selby Shoe Co. Philip Bayes, president of Solby Bayes, Boston women's shoe store, succeeds Tarbutton as New England sales agent for Coon.
- Norman H. Souther, secretary-treasurer of the National Shoe Travelers Association, Inc., will be honored at a testimonial dinner scheduled on Nov. 19 at the Terrace Room of the Morrison Hotel in Chicago. Reservations may be made at the Association's office, Room 2070-2071, Morrison Hotel.

# Massachusetts

 Kesslen Shoe Co., Haverhill, is now operating at full capacity with recently increased facilities. The firm is now turning out approximately 50 cases per day, according to a company spokesman.

- Merker Counter Co., Haverhill, is increasing production of military innersoles and counters in which it specializes.
- Robert L. Fish has been appointed resident manager of the Lynn Plastics Manufacturing Division of William Whitman Co., Inc., New York. Fish was formerly chief engineer of the Southbridge Finishing Co. and has been active in the plastics industry for many years.
- Samuel and Jacob Sandler have resigned as directors of Apt-Sandler Mfg. Co., Boston manufacturer of moccasins, it is reported. The company is said contemplating a change of name to Apt Shoe Mfg. Co.
- Former office associates of Rice & Hutchins Shoe Co. in South Braintree (now J. M. Connell Shoe Co.) met recently at a reunion dinner at Quincy Inn, Brockton. The group will meet again on May 15, 1952.
- Ralph Pope, Jr., has been appointed executive vice president of Northwestern Leather Co., Boston.
- More than 3000 guests took part in the open house sponsored recently by H. H. Brown Shoe Co., Worces-

- ter. Visitors were guided on a factory tour by more than 50 guides and shown the operation of the entire factory as demonstrated by a skeleton crew of 150 workers. Refreshments were served and door prizes awarded.
- Clarence R. Martin is now general sales manager of George Fromer
   Co., Inc., Peabody tanning machinery firm. Martin was formerly associated with Chas. H. Stehling Co., Milwaukee.
- Sherman Footwear Co., Marlboro, has acquired "California Casuals" name, lasts, dies and patterns from Seymour Fabrick and will manufacture the line of men's California process casuals to retail at \$10.95-\$12.95.
- American Polymer Corp., Peabody, announced production of Polyacrylic Acid (under the designation Polyco 437) as a base for nylon warp sizes for use by manufacturers of textile finishes.
- Gilbert Freeman, Inc., Boston maker of shoe fabrics, has developed a full durable water-repellent finish for its complete line of Nylonaire (100 percent DuPont Nylon) Mesh. The finish is now included at no extra charge to customers.

# DAVIS LEATHER INC.

TWO PARK AVENUE, NEW YORK 16, NEW YORK R. A. Brea-Manager

Specializing in high grade full chrome calf leathers for the shoe, handbag and novelty trade in an extensive range (162 shades) of Ultra High Style Colors.

# BABY CALF LEATHERS

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TANNERY— DAVIS LEATHER CO. LTD., NEWMARKET, ONTARIO, CANADA

Experienced shoemakers know and ask for "McAdoo & Allen's" "Liberty Bell" Welting "Tops" for Quality

McADOO & ALLEN WELTING CO.

QUAKERTOWN, PENNSYLVANIA

## **FAULTY SHOES**

(Continued from Page 10)

turn leached the irritants from the paint. The wearer believed he had

a fungus infection.

Zealous manufacturers seal any porosity left in leather with moistureresistant adhesives and cements. These adhesives also reduce the absorbency of cotton canvas. In another typical case, a baby shoe shows a lining sealed to the leather upper. To make sure that no moisture can escape, the leather insole is sealed by a plastic filler. The mother became suspicious of these shoes be-cause the baby's feet were livid red when they were removed. The child would rub his feet together and claw at them.

Insoles are made of many waterproof substances: painted or inpregnated cloth, paper or leather. Such materials were found in every shoe tested, though the sole of the foot sweats continuously. This is why you may hear a squishing sound when you pull your shoes off in hot weather. On many occasions doctors have had to help patients pull to break the squeegee action.

To make sure that none of the sweat from the sole can evaporate. beneath the insole is a bottom filler that seals out wet weather. Anything on hand that will not dissolve in water is used as filler. One combination consists of asphalt (a wonderful paving and roofing substance) and a mass of cemented rubber, containing pieces of cork. These substances ooze up through tack holes and cracks in the insole and make the feet sweat, burn, itch, smart and break out.

Rubber has remarkable wearing and flexing properties as a tire for motor cars. It has no equal for keeping the feet soaked in sweat. A person who had his shoes on for seven hours while loafing had a half-ounce of sweat in each shoe. Sales clerks accumulated almost an ounce of sweat in their shoes in six hours. Office personnel had two-thirds of an ounce during a working day. Basketball players who wore gym shoes for two hours had almost two ounces. Hospital patients had one foot wrapped in cotton and gauze and the other wrapped in the same way except that a synthetic rubber film loosely encased the bandage. The impervious material allowed sweat to accumulate sufficiently to soak the entire foot and ankle.

Waterproofed shoes explain the habits of many people. The first thing many men do when they get home is to get out of their shoes. Women remove their shoes or let them dangle on their toes in public. Mothers have more and more trouble keeping shoes on their children, who persist in taking them off. Questioning youngsters showed the simple but remarkable way in which nature tries to prevent us from harming our skin. They complained that their feet hurt and felt hot with their shoes on. so to avoid these unpleasant sensations they kicked them off.

# - 2 band . I -Think These Over

I. "The rapid increase in foot eruptions has paralleled the use of cheaper materials in the manu-

facturing of footwear."
2. "Nature furnished us with a delicate alarm system for detecting irritations of the skin. Its warnings are itching, burning, stinging, smarting and swelling. If these symptoms appear, suspect your shoes at once.

3. "To assure a person of proper shoes, all footwear meeting health standards should have a

seal of identification."

4. "No evidence (of the faults of footwear) is more convincing than people's natural desire to uncover their feet."

- 2 bna .I-

Parents can learn something from these instinctive actions of their children. Instead of calling their toe itch the fungus or athlete's foot and promptly rubbing in an irritating remedy from the drugstore, they too should kick off their shoes,

Sweating is continuous from the palms, armpits and soles. Fear, anger, joy, anxiety and mental work greatly increase it. Moist fingers are necessary for grasping objects. A moist sole allows the skin to become fixed at the moment of traction. The

degree of moisture, grasping force and kind of object all influence the holding power of the hand. The ridges on the palms and fingers or soles and toes, plus moisture, produce a vacuum. Moist palms and soles apparently have a biologic "readying" action. The centers for the grasp reflex and psychic sweating are closely associated in the brain.

Contact of an impervious material like rubber sheeting, plastic or painted leather with the skin is soon followed by an accumulation of moisture. This results from unconscious sweating. Fluid constantly passes through the normal skin. In hot weather the sweat increases until it drips under coverings. If the sweat cannot evaporate, the cooling effect of evaporation is lost and the skin heats up. An annoying burning sensation results. The skin swells and becomes sticky. The blood vessels in the skin dilate and the functions of the skin as a protective covering for the body are quickly lost.

Skin in this state is extremely susceptible to the irritants and sensitizers that sweat dissolves from coverings. When feet are encased by moisture-repellent shoes, the skin becomes wet: then, the chemical irritants in the shoes work their havoc. The feet burn, smart, itch, become reddened and soon break out. The thin skin between the toes is white and soggy, a warning that the shoes do not allow the sweat to evaporate.

The feet and legs play a major role in regulating body temperature. The many factors that increase temperature, such as exercise, eating and diseases, cause a shift of blood to the feet for cooling. Shoes that prevent evaporation of sweat cripple the ability of the feet to help regulate temperature; excessive sweating occurs in other areas, such as the hands and face, and the person is under tension and extremely uncomfortable. We have all seen sweat on people's faces during mealtime. They would feel

There are



# 50 YEARS of tanning experience behind CREESE & COOK

FINE LEATHERS

Sole Selling Agents

HEBB LEATHER COMPANY

112 BEACH STREET

**BOSTON 11, MASS.** 

better if they took off their shoes. Many people unconsciously loosen and remove their shoes. One often stumbles over shoes when leaving the movies. No evidence is more convincing than people's natural desire to uncover their feet.

When the feet are wet from psychic sweat in cool weather, undue cooling of the body takes place. This is because water conducts heat better than air. As the feet chill, so do the hands, and finally all vital processes may be affected. Napoleon was stopped in Russia because of foot trouble. Frostbite did not occur in

dry zero weather, but when it turned warmer, the snow became slush and his men were crippled by freezing feet.

Investigators emphasize that fungi grow and thrive in moisture. Watertight shoes provide ideal growth and multiplying conditions. Aerated shoes may solve the problem of fungus infections.

Shoes should be made of porous, absorbent materials. The feet of socks and hose, too, should be absorbent. Processed leather, adhesives, fillers and synthetic soles cause the feet to stew or chill in their own sweat. Rubber should be processed so that it is absorbent, and it should not contain irritating chemicals. Modern shoes designed for wear in temperate weather can incapacitate a person in the tropics or the far north. (The military has paid little attention to footwear, which accounts for the prevalence of foot diseases during periods of hostilities.)

Future tootgear should take care of two basic needs: (1) rapid dissipation of sweat from the feet; (2) dryness in wet weather. Loose-fitting rubbers or overshoes allow air movement around the shoes. This protection should be removed as soon as the wearer is in a dry place. To assure a person of proper shoes all footwear meeting health standards should have a seal of identification.

Every day people injure their feet by applying remedies after a selfdiagnosis of fungus infection. A diagnosis cannot be made by looking at the feet; there must be laboratory proof that a fungus infection exists.

Until a diagnosis has been made, remember that nature furnished us with a delicate alarm system for detecting irritations of the skin. Its warnings are itching, burning, stinging, smarting and swelling. If these symptoms appear, suspect your shoes at once.

In summer, especially during humid spells, sweating takes place on the top of the feet, for the body tries to cool itself as much as possible. Moistureproof shoes quickly fill with sweat in such weather. Since the sweat cannot evaporate, the feet lose their ability to help cool the body. The person feels the heat more and complains of excessive sweating in other areas. That is why people sigh with relief on hot days when they finally get to a place where they can get their shoes off and use this extra area for cooling. If the feet are not

properly cooled, the hands become excessively hot by reflex action. Hand wipers, as well as those who mop their brows in hot weather, should know about removing their shoes.

(Note: The National Shoe Manufacturers Association, through the laboratories of the National Foundation for Disabled Feet, is at present conducting detailed technical tests on the subject, the results of which will be issued later.)

# Deaths

# Robert E. Berry

... 70, leather executive, died Oct. 28 of a heart attack at the Missouri Athletic Club, where he lived in St. Louis. A partner in the Meier & Berry Leather Co. in St. Louis, Berry was a veteran of the leather trade. Before helping form the Meier & Berry firm about two years ago, he was associated with Monarch Leather Co. in Chicago for 25 years. Survivors include his sister, Mrs. Kathryn Cayno, and four stepchildren.

# George A. Schieren, Jr.

Nov. 1 of a heart attack while at his home in Bristol, Tenn. He was president of Charles A. Schieren Co., New York manufacturer of industrial leathers. Schieren was a grandson of the late Charles A. Schieren, founder of the leather firm, and last mayor of Brooklyn before the city's five boroughs were consolidated. The younger Schieren graduated from Cornell University in 1926. He leaves his wife, the former Katherine Siever; two chilren, Julie S. and Arthur Schieren III; and a sister, Florence.

#### Charles L. Everett

died recently at his home in Johnson City, N. Y. He was retired manager of the Johnson City branch of United Shoe Machinery Corp. A resident of the city for more than 50 years, Everett once worked on the same bench with the late George F. Johnson, founder of Endicott-Johnson Corp., at the Lester Boot & Shoe Co. factory in Binghamton. He retired in 1937 after holding his position with USMC since 1896.



# CLASSIFIED ADVERTISING

#### Wanted and For Sale

Wanted: Surplus Stocks

SHOE MANUFACTURERS' SURPLUS OF
Shoes including Close outs,
Samples and Factory Damages
Also LEATHER SURPLUS and REMNANTS.
WATTE
MATT AMROSE & SONS,
STRACUSE, N. Y.

# Toggling Unit (For Sale)

36 frame unit, 18 frames on each end. Size of frame 6½ ft. x 6½ft., complete with motors and controls. Must be moved—no reasonable offer refused. For information, write L-5, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

Tanning Equipment

Tanning Equipment
FOR SALE: 8 Curtin-Habort 80° Lightning
Buffers: 2 Baker-Layton 8° craining Machines:
Trand 6° crain-you 6° craining Machines:
Wheel: 1 Proctor 4 Schwarts Togging
Machine, 6 Frame; 1 Baker-Layton 5' Seasoning Machine, rubber bolister conveyor type;
Proctor 4 Schwartz Hair Dryer, 42 ft. long.,
capacity 300 lb. short staple goat hair per
hour; 3 Turner E 5-Table Setting-Out Machines; 1 106° mubber roll for Turner Splitting.
1 Mariow Bewage and Sludge Pump, electric
motor drive, Address L-6. c/o Leather and
Shoes, 300 W. Adams St., Chicago 6, Ill.

## For Sale - New

1—108" Diameter by 312" Long Horizontal Storage Water Heater with steel shell %" thick and bumped heads %" thick, welded construction. Storage capacity 11,900 gallons. Heating capacity 6,000 gallons of water per hour from 40° to 180° F. with steam at 100 pounds pressure. Total weight approximately 16 ton. Never been in use. Available for immediate shipment. Address L-T., c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Iell.

# Factory for Sale or Rent

EASTERN PENNSYLVANIA (Danville) Factory for sale or rent. About 22,000 sq. ft., two bollers, elevator, sprinkler system, 2 acres land, good labor conditions, equipped for tanning. Price \$55,000 including machinery. Terms. Address L.S. c/o Leather and Shoes, 20 Vessy 81., New York 7, N. Y.

# Agent Wanted

WELL KNOWN Italian firm seeking fully qualified, well-introluced agent for the sale in U. S. A. of Raw Italian Cattlehides, Calfskins, Horsehides, and Kidskins.

Address Lo3 c/o Leather and Shoes 300 W. Adams St., Chicago 6, Ill.

# For Sale-Equipment

- 2 72" P5 Turner Setting Machine
- 82" Turner Soak Flesher Machines
- American Ironing Machines
- 1 72" Aulson Finishing Machine
- 1 Fairbanks Scale
- 1 Aulson Brusher
- 1 Slocomb Clamp Stake (Motorized)
- Slocomb Softening Machine
- 1 Turner 12" Shanking Machine

Address Box L-9, c/o Leather and Shoes, 300 West Adams Street, Chicago, Illinois.

#### Rates

Undisplayed advertisements cost \$2.50 per inch for each insertion under "Help Wanted" and "Special Notices" and \$1.00 per inch for each insertion under "Situations Wanted."

Minimum space accepted: 1 inch. Copy must be in our hands not later than Tuesday morning for publication in the issue of the following Saturday. Advertisements with box numbers are strictly confidential and no information concerning them will be disclosed by the

THE RUMPF PUBLISHING CO.

PROPOSALS FOR MATERIAL, ETC.

Washington, D. C., October 29, 1950.
Selection of the control of t

Toggling Frames Wanted

15-6 ft. x 11½ ft. Prime Mfg. Co. toggling frames, complete with carrying bales.

Address K-15, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

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For Sale

SLIP-LAST FACTORY in St. Louis, fully equipped and staffed, producing 1,000 pairs high-grade shoes daily, available within

Address L-4, e/o, Leather and Shees, 300 W. Adams St., Chicago 6, Iii.

# **Help Wanted**

### Chemist

EXPERIENCED in the formulation of pigment finishes and binders for side upper leather of chrome, vegetable or combination tannages. Location—New York State. Address K-21. c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

# One Opening

MAN under 40 with leather heel and edgemaking experience to take foremanship of our masking room from heeler to last puller. Not a soft job but a good job with good pay for go-getting producer. Our men know of this ad. If you have the stuff and want a place to prove it, write fully all details to: B. W. Leslie, Manager, Golo of Dunmore, Dunmore 12, Pa.

### **Situations Wanted**

# Stitching Room Foreman

Thoroughly capable man with twenty years experience seeks position as stitching room foreman in New England factory. Knows both low and high priced shoe problems. Can handle all kinds of help. Apply Box Z-12, Leather and Shoes, 10 High St., Boston 10. Mass.

#### Tanner

TANNER EXPERIENCED in the manufacture of sides, calf and suede, seeks suitable con-

Address K-19, c/o Leather and Shoes 300 W. Adams St., Chicago 6, Ill.

# Leather Chemist

LEATHER CHEMIST, with practical experi-ence in the production of chrome and bark leathers, desires position as chemist or assist-

Address K-20, c/o Leather and Shoes, 300 W. Adams St., Chicago 6, Ill.

# Making-Finishing Room Foreman

Thorough knowledge of Compo and California construction. This man has excellent refer-ences and will go anywhere in New England. Apply Box Z-11, Leather and Shoes, 10 High St., Boston 10, Mass.

#### Sales Demonstrator

YOUNG MAN desires position as sales demonstrator. Five years' practical experience in all phases of leather making, including two years in the laboratory. Willing to relocate.

Address L-2.

c/o Leather and Shoes,
300 W. Adams St.,
Chicago S, Ill.

# LEATHER SPECIALTIES PROCESS DEVELOPMENT

# PURE-TAN (QUEBRACHO CRYSTALS)

GEORGE H.

GRISWOLD

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Salom, Mass.

CANCELLED-UNSHIPPED REJECTED OR OVER-STOCKED CHEMICALS - DRUGS SOLVENTS PHARMACEUTICALS - OILS PIGMENTS, ETC.

CHEMICAL SERVICE CORP. 80-02 Beaver St., New York 5, N.Y.

# Coming Events

Nov. 11-14, 1951 — Spring Shoe Show, sponsored by Southwestern Shoe Travelers Association. Adelphus, Baker and Southland Hotels, Dallas, Tex.

Nov. 25-29, 1951 — Popular Price Show Show of America for Spring and Summer 1952. Sponsored by New England Shoe and Leather Association and National



Hey, Jake! Wat's Harry got dat I ain't got? He should hear me play this song of Controlled Penetration of fatliquors by Salem Oil & Grease Co. to help make better leather.

Association of Shoe Chain Stores. Hotels New Yorker and McAlpin, New York City.

Nov. 30-Dec. 1 - North American Shoe Superintendents' and Foremen's Associa-tion Convention. Walper Hotel, Kitchener. Ontario, Canada.

Jan. 19-23, 1952 - 38th Annual Midjan. 19-23, 1952 — 39th Annual Mid-Atlantic Shoe Show. Sponsored by Middle Atlantic Shoe Retailers Association and Middle Atlantic Shoe Travelers Associa-tion. Penn-Sheraton Hotel, Philadelphia,

March 11-12, 1952—Showing of American Leathers for Fall and Winter, 1952.
Sponsored by Tanners' Council of America, Inc., Waldorf-Astoria Hotel, New York

May 5-7, 1952—Annual Spring Convention of Tansers' Council. Castle Harbour Hotel, Tuckerstown, Bermuda.

May 11-13, 1952-Fourth Factory Management Conference. Sponsored by Na-tional Shoe Manufacturers Association. Netherlands-Plaza Hotel, Cincinnati. O.

May 19:20, 1952—Eighth Annual Meeting of National Hide Association, Hotel Cleveland, Cleveland, O.

Cleveland, Cleveland, O.

June 1-4, 1952—Annual Convention of
American Leather Chemists Association.
Ocean House, Swampscott, Mass.
Aug. 26-27, 1952—Showing of American
Leathers for Spring and Summer, 1953.
Sponsored by Tanners' Council of America,
Inc. Waldorf-Astoria Hotel, New York City.

Oct. 23-24, 1952—Annual Fall Meeting, Tanners' Council of America, Inc. Edge-water Beach Hotel, Chicago, III. Oct. 27-30, 1952 — National Shoe Fair, sponsored by National Shoe Manufacturers

Association and National Shoe Retailers Association. Palmer House and other hotels in Chicago.

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# Consult

# LABORATORIES

about any—and all—of your ten-ning problems.

- e Get our advice—our help— relative to those perplexing diffi-culties regarding Finish—and Re-pair—in shoe factories.
- e Fellowships in problems of re-search—for various industries allied with tanning.
- e Have us develop any new processes you have under contemplation.

ust C. Orthmoni istor & President raukou, Wis

922 NORTH 4th STREET Telephone: DAly 8-6426-8-6427 If YOU ARE **EXPORTERS** of ACHINERY or SUPPLIES for the ATHER or SHOE DUSTRIFS LING to go into the



HIDES ON THE WAY!



BUSINESS-WISE FOOT-WISE STAY HEALTH

Sole Leather is the backbone of the shoe industry

OMPANY, Inc.

LE DIVISION



**PLATFORMS** 

WEDGES

LYNFLEX

Your Guide

hoemaking

When retailers are demanding better quality and inconsistently insisting on a lower price for it—then is the time to turn to Lynn Innersole, manufacturer and distributor of one of the largest diversified lines of Platforms, Wedges, and Innersoling in America!

Every year, more and more shoe manufacturers learn that Lynn Innersole keeps ahead of the field with its experiments on new materials — from the best of which it manufactures platforms, wedges, innersoles, and other shoe parts that are technically right, always dependable, and lowest in price. Eight plants in this country and Canada deliver what is bought when it is needed.

Lynn cork platforms — uniform in density and gage — hold a clean-cut edge, and stitch or cement equally well. For the best in innersoling use "Lynflex" Saturated Innersoles—the utmost in flexibility. For lower-priced shoes, use our "Lynco" innersoles. And for non-breaking wedges, use ours, made of waterproof fibre, which can be nailed, stitched, or cemented, speeding output.

# LYNN INNERSOLE CO.

119 BRAINTREE ST. ALLSTON, MASS.

REPRESENTATIVES: Cinn., Ohio—Ernie Furstenau; Los Angeles—Leo Laskey; St. Louis—Ell "Pete" Schwartz; New York—Arthur V. Epstein; Pennsylvania—Tom Carfagne; New England—Elmer Claff, Frank Deastlov, Hy Feldman, Lou Ravich, Phil Sneider, Dave Harrison; Milwaukee and Chicago— Phil J. Ott, Jim Ott.

Platforms / Wedges / Innersoles